



Survival Maths On the Job

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The *Survival Maths* series is designed to help students gain confidence in performing everyday tasks that require maths.

Students will be drawn into not only doing these exercises, but doing them with enthusiasm. The material is of immediate relevance, and is therefore meaningful to his/her experience.

Skills to be learned from the exercises include:

- mathematical problem solving,
- awareness of how to approach problem solving,
- analysis of situations,
- defining and working towards a goal,
- the numerous life skills required for daily personal management of money, time and work.

Apart from providing the opportunity for mathematical problem solving, these books are of relevance to home economics classes, basic commercial studies and for students of English as a second language, they provide a coverage of terminology of everyday situations and procedures.

There are four books in the series:

- 3416 Food Shopping
- 3415 Money
- 3414 On the Job
- 3417 Around the Home

The topics covered in *On the Job* are as follows:

- Selling Your Products at a Profit
- Comparing Supply Costs
- Deciding How Much to Charge for Your Product
- Selling Crafts at Pure Profit
- Selling Crafts at a High Profit
- Selling Crafts on Commission
- Selling a Product for a Big Company
- Selling Items Bought in Quantity at a Profit
- Selling Mass Produced Products
- Selling Custom-made Products
- Selling Used Items
- Getting a Loan to Start a Business
- Selling Services on Commission
- Deciding How Much to Charge for a Service
- Selling Seasonal Services
- Comparing Advertising Costs
- Keeping a Record of What You Earn and Spend

The Answer Section is at the back of the book.

On the Job

Selling Crafts at Pure Profit—
Rock Paperweights

Name _____

SELLING PRICE - NO COST = PURE PROFIT

Rob had no money saved from his pocket money. He needed money to buy his best friend a birthday present. Rob looked around his bedroom to get ideas about how to make some money. He did not want to sell any of his games or toys. He did have a lot of rocks he had collected on beach and mountain trips. He used the rocks to hold down all the drawings and school papers on his desk. He got an idea. He would wash and polish his best rocks and sell them as paperweights to people at his mum's and dad's offices. He didn't need all the rocks collecting dust on his own desk and could always find more.

Rob picked out his best rocks and decided to sell them at the following prices.

Large rocks, plain	\$.50	Medium rocks, plain	\$.30
Large rocks, colours	\$.75	Medium rocks, colours.....	\$.60
Large rocks, with fossils	\$1.00	Medium rocks, with fossils	\$.90
All small rocks . . .		\$.10	

Rob washed his rocks and carefully polished each one with an old T-shirt. He chose 12 rocks of each size to sell. He arranged them by size in 3 egg cartons—one for the large rocks, one for the medium rocks, and one for the small rocks. He wrote the prices for each size on the inside lid of each egg carton. He took the 3 egg cartons of rock paperweights to his dad's office one day and to his mum's office another day.

Use Rob's price list above to answer the following questions.

1. If Rob has 12 of each size rock to sell, how many rocks does he have in all? _____
2. In the egg carton of large rocks, Rob had 4 of each kind of large rock listed above. If he sold all his large rocks, how much profit would he make? _____
3. In the egg carton of medium rocks, Rob had 5 plain rocks, 5 coloured rocks, and 2 rocks with fossils. If he sold all his medium rocks, how much profit would he make? _____
4. In the egg carton of small rocks, Rob had only plain and coloured rocks. If he sold all his small rocks, how much profit would he make? _____
5. If Rob sold all 3 egg cartons of rocks, what would his *total* profits be? _____

On Your Own: Think about other kinds of products you could make with rocks of various sizes. What could you make with rocks if you also used glue or paint? List all your ideas on the back of this paper. Write how much you would charge for each rock product.

On the Job

Selling Services on Commission—
Newspaper advertisements

Name _____

IF YOU SAVE MONEY FOR SOMEONE ELSE, YOU MAY BE PAID A COMMISSION.

Carol was looking through the newspaper one day to get ideas for ways to earn money. When she saw the pages of sales advertisements in the paper, she got an idea. She would look for advertisements on items her family used and cut them out to save her parents time and money. She asked her parents if they would pay her *half* of what they saved on each sale item they bought at the shop. Since her parents were too busy to cut out the advertisements themselves, they agreed to pay Carol *half of their sale savings as her commission*. (Divide by 2.)

Carol found the following advertisements for her family to use at the shop.

COST CUTTER
Apple
Juice
NOW \$1.09
Was \$1.49

COST CUTTER
Tasty
Cheese
NOW \$2.49
Was \$2.79

COST CUTTER
Chocolate
Drink Mix
NOW \$2.39
Was \$2.59

PLAIN WRAP
Wax Paper
NOW \$.72
Was \$.88

FROZEN
38 cm Pizza
NOW \$2.85
Was \$3.29

BARGAIN
Dog Chow
NOW \$3.79 5 kg. bag
Was \$5.59

INSTANT
Coffee
NOW \$1.55
Was \$1.91

1. Use the advertisements displayed above to fill in the chart and find Carol's commission on each item bought at the sale price.

Coupon Item	Regular Price (Was)	Sale Price (Now)	Savings	Carol's Commission
Apple juice	\$1.49	\$1.09	\$.40	\$.20
Sharp cheese				
Chocolate drink				
Wax paper				
Pizza				
Dog chow				
Instant coffee				

2. How much is Carol's *total* commission if her family buys all the items listed in the advertisements? _____

On Your Own: Look through your newspaper to find 4 advertisements on items your family buys. Add up how much you would save your family if they bought the items at the sale price.

On the Job

Selling Seasonal Services –
Year-Around Jobs

Name _____

DIFFERENT SEASONS GIVE YOU A CHANCE TO DO DIFFERENT THINGS.

List those services under each season that people most need and want during that time of year and that you have the skills to do. Also list the rate you would charge for each service. Remember both parts of the rate (price per unit). See the examples below.

JOB/SERVICE	RATE:	
	Price	per Unit
AUTUMN		
Raking leaves	\$.50	Per full rubbish bag
_____	_____	_____
_____	_____	_____
_____	_____	_____
WINTER		
Carrying in firewood	\$.20	Per bundle of logs
_____	_____	_____
_____	_____	_____
_____	_____	_____
SPRING		
Cleaning out wardrobes	\$ 1.00	Per hour
_____	_____	_____
_____	_____	_____
_____	_____	_____
SUMMER		
_____	_____	_____
_____	_____	_____
_____	_____	_____

1. **Go back through your list and put a star (*) in front of the jobs you do best.**
2. **Go back through your list again and put a plus (+) in front of the jobs you like best.**
3. **Circle those jobs which have both a star (*) and a plus (+). List them below.**
